



# BUSINESS SOARING!

OCT. 11, 2017 // 7 AM - 2 PM  
PTAC SYMPOSIUM

# Our Sponsors



LSI

SOLUTION DEVELOPMENT

***NORTHROP GRUMMAN***



Communication Systems-West





# Chuck Spence

## PTAC Director



Val Hale  
Executive Director, Governor's Office  
of Economic Development







# Salt Lake City International Airport North Concourse Program



# Project Scope



21

## PHASE 1 GATES

Mid-concourse tunnel, BHS, hydrant fueling, utilities, and apron paving

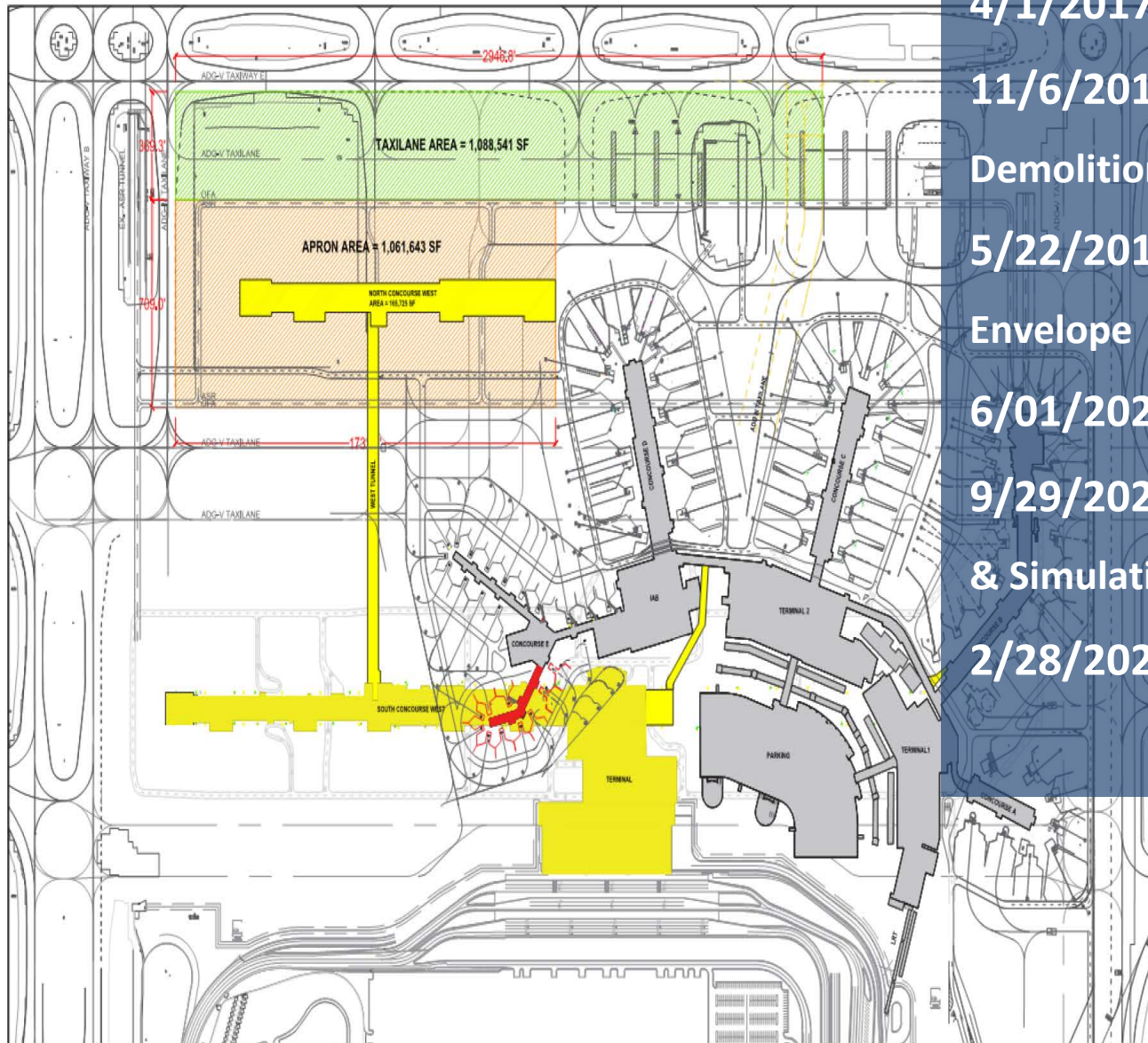
10

## PHASE 2 GATES

Central tunnel, BHS, hydrant fueling, utilities, and apron paving

- > CMAR DELIVERY
- > PHASED PROGRAM
- > LEED GOLD
- > COORDINATION W/ TRP & OTHER PROGRAMS
- > MULTIPLE STAKEHOLDERS

# Phase 1 Construction – 21 gates



4/1/2017 – Mobilize

11/6/2017 – AOA Fencing/Start  
Demolition

5/22/2019 – Complete Building  
Envelope

6/01/2020 – Start Owner Concessions

9/29/2020 – Start Owner Activation  
& Simulation

2/28/2021 – Flight Ready [20 Gates]



# Austin Okland Aviation Joint Venture

## Austin Commercial

100 Years in Business

#3 Top Aviation Contractor in U.S.

Business Inclusion



## Local

## Okland Construction

100 Years in Business – in Salt Lake City

# 1 ENR Intermountain 2017 Top Contractor

- A Century of Relationships
- Market Assessment / Outreach
- Right Sized Bid Packages
- Integrate Local Contracting Practices



# SMALL BUSINESS OFFICE

Sacramento District  
Michelle Stratton-Morales

Deputy, Office of Small Business Programs  
(916) 557-7641

[Michelle.d.morales@usace.army.mil](mailto:Michelle.d.morales@usace.army.mil)



*"The views, opinions and findings contained in this report are those of the authors(s) and should not be construed as an official Department of the Army position, policy or decision, unless so designated by other official documentation."*



**US Army Corps  
of Engineers**





# CONTRACTING DIVISION

## Area of Responsibility

- CA Central Valley and Sierra Nevada, NV, UT, and CO Western Slope
- Highly diverse economic, industrial and environmental area

## Organization

- Execution Branches
  - Construction Contracting
  - Service and Supply
- Policy, Compliance and Oversight Branch

## Portfolio

- Design-Build/Design Bid-Build Construction
- Architect – Engineering: Design, Engineering during Construction and Master Planning
- Environmental Services, Studies and Analysis, other Commercial Services
- Commercial Items
- Best Value Trade-Off, Lowest Price-Technically Acceptable, Low Price
- Primarily Firm Fixed Price, Time&Material and Cost Reimbursement



US Army Corps  
of Engineers



# TIPS FOR DOING BUSINESS WITH SACRAMENTO DISTRICT CONTRACTING DIVISION

- Look for and respond to Sources Sought Notices
  - Found at <https://www.fbo.gov>
  - Assists in determining whether procurement can be competitive, and set-aside as small business, SDVOSB, WOSB, HUBzone, 8(a), etc.
- Attend scheduled site visits for proposal preparation
- Ensure company's information is current in SAM (System for Award Management)
- Fully understand contract requirements and provisions/clauses
- Seek out assistance from PTAC (Procurement Technical Assistance Center) for proposal preparation and understanding solicitation requirements: <http://cacapital.org/ptac/> or <http://www.aptac-us.org/find-a-ptac/>



US Army Corps  
of Engineers





# DOING BUSINESS WITH GSA

Region 8 Public Building Service (PBS)  
Salt Lake City Field Office – 125 S. State St. Ste 5207, 84138

## GSA Representation at the 2017 PTAC Symposium

Ross May – Project Manager  
Garrett Miller – Contract Specialist  
Gerald Silver – Contracting Officer

### PBS Mission:

- Manage over 1.8 million rentable square feet of workspace for federal employees in federally owned facilities in Utah
- Repair, alter, and renovate office space and buildings



## Upcoming Contracting Opportunities

Routinely have needs for office remodel, plumbing, and electrical.

Upcoming projects are yet to be determined once the budget is finalized.

The GSA Forecast of Contracting Opportunities informs vendors of anticipated contracts offered by GSA for the current fiscal year.  
[www.gsa.gov/smallbizforecast](http://www.gsa.gov/smallbizforecast)

GSA's agency-wide Forecast, can be sorted and searched by GSA Organization and Region, NAICS Code, Place of Performance, Contract Dollar Value, Quarter, and other criteria.



## AN OVERVIEW FOR NEW VENDORS

# WE WANT TO HEAR FROM YOU

Please share your success stories, comments, questions and concerns.

[www.gsa.gov/askosbu](http://www.gsa.gov/askosbu)

Michelle Leshe  
GSA Office of Small Business Utilization- Region 8  
Small Business Technical Adviser  
720-318-0082

[www.gsa.gov/osbu](http://www.gsa.gov/osbu)  
1-855-OSBUGSA (672-8472)



# An introduction to Jacobs

- Jacobs Engineering Group Inc. is one of the world's largest and most diverse providers of professional technical services
- 2016 revenues of \$11 billion
- Support to industrial, commercial, and government clients across multiple markets
- We provide a range of engineering, construction, operation, and maintenance services at over 230 locations in over 30 countries.
- We are organized into 4 major business units: Petroleum & Chemicals, Aerospace & Technology, Industrial, and Buildings & Infrastructure.
- Jacobs has held the prime service contract at Dugway Proving Ground since 2004.
- At Dugway we provided support in 3 main divisions: Chemical Test Division, Field Test Division, and Special Projects Division



# 2016-2018 Local Business Supported Projects

- **Road and Trail Maintenance**
  - Quarry and crush 75,000 tons of aggregate to expand and maintain roads and trails throughout 850,000 acre installation.
- **Radar Tracking**
  - Optics, trajectory tracking and data analysis to support multiple interdisciplinary field test projects.
- **Rentals**
  - Multiple rental opportunities for tools, light and heavy equipment, generators, etc. totalling more than \$100,000.
- **Autonomous Vehicles**
  - Retrofitting stock vehicles to provide autonomous movement for drone target acquisition testing and evaluation.
- **Conex Cave**
  - Construction of a realistic, multi-chambered, cave complex fabricated from modified, linked conex containers.





# Future Local Business Opportunities

- Quarrying, crushing and hauling aggregate produced at Dugway Proving Ground.
- Subject matter expert support for engineering, science and radar.
- Rentals of light and heavy equipment including loaders, trailers, generators, water tanks, heaters, etc.
- Local suppliers of consumable goods including safety & scientific supplies, lumber & other building materials, etc.



# Project Snapshot



# I-80, Blackrock Structure Replacement, C-438



The screenshot shows a web browser window with the URL <http://eprpw.dot.utah.gov/applets-production/ProjectExplorer/ProjectExplorer.asp>. The page features a navigation bar with 'Online Services', 'Agency List', and 'Business' tabs. Below this is a search bar and a 'Sign In' button. The main content area is titled 'Project Development / Construction Division: Project Explorer' and includes a 'Welcome, Guest' message. A sidebar on the left lists 'Alternative Delivery Projects' with details for F-I80-3(186)102, S-I15-6(228)280, and S-I15-7(324)297. The main content area displays details for 'F-I80-3(186)102 CMGC', including the project location (I-80; Mp 101.61 - 102.09 & I-80; Mp 101.61 - 102.09 & Sr-36; Mp 65.64 - 66.41), county (Various), and request for proposals (CMGC Services (RFP)). It also lists the proposal due date (6/8/2017), meeting date (N/A), and contact information for the Resident Engineer and Project Manager. A list of available downloads is provided, including tracking and response documents.

**Alternative Delivery Projects**

**F-I80-3(186)102**  
I-80; Mp 101.61 - 102.09 & I-80; Mp 101.61 - 102.09 & Sr-36; Mp 65.64 - 66.41  
Various County  
**S-I15-6(228)280**  
I-15; Mp 279.83 - 284.21  
Utah County  
**S-I15-7(324)297**  
I-15; Mp 297.28 - 299.05 & I-15; Mp 291.40 - 304.50  
Roadway Reconstruct - With Widening  
Salt Lake County

**F-I80-3(186)102 CMGC**

I-80; Mp 101.61 - 102.09 & I-80; Mp 101.61 - 102.09 & Sr-36; Mp 65.64 - 66.41  
County: **Various**  
Request For Proposals for **CMGC Services (RFP)**  
Proposal Due Date: **6/8/2017** Meeting Date: **N/A**

- Resident Engineer: Unassigned
- Project Manager: John Montoya (801)910-2500

**Available Downloads**

- Public** - 7 files,
  - 13323BlackrockRFCTracking.pdf
  - 13323BlackrockRFCTracking6.1.17.pdf
  - 13323\_Ad1letter\_052317.docx.pdf
  - 13323\_CMGCRRFP5\_5\_17.pdf
  - 13323\_RFP\_Ad1\_5.23.17.pdf
  - RLOI Respondents.pdf
  - SR-201, I-80, SR-36 Connection Concepts UDOT Meeting2.pdf

•Bridge Replacement  
•Project Anticipated to Begin Spring 2018  
•Project Funding \$20,000,000.00 +  
(with engineering, utilities and right of way)

# I-15, Lehi Main to SR-92 Technology Corridor Widening



The screenshot shows the Utah Project Explorer website. The browser address bar displays the URL: <http://eprpw.dot.utah.gov/applets-production/ProjectExplorer/ProjectExplorer.asp>. The website header includes the Utah.gov logo, navigation tabs for Online Services, Agency List, and Business, and a search bar. The main content area is titled "Project Development / Construction Division: Project Explorer" and includes a "Welcome, Guest" message. Below this, there are links for Home, Calendar, Marketing Report, EBS Information, and Annual Registration (Due May 1, 2017). The "Categories" section lists EDC Pool Projects, Alternative-Delivery Projects, and Advertised Projects. The "Alternative Delivery Projects" section is expanded, showing three projects: F-I80-3(186)102, S-I15-6(228)280, and S-I15-7(324)297. The details for S-I15-6(228)280 are highlighted, showing it is a "Design - Build" project for "I-15; Mp 279.83 - 284.21" in "Utah County". The "Request For Proposals for Design - Build Services (RFP)" is active, with a "Proposal Due Date" of 10/19/2017 and a "Meeting Date" of N/A. The "Available Downloads" section lists 12 files, including RFP Combined Redlines, Cover Letter, Addendum 1 Letter, Addendum 1 Redlines, Addendum 2 Letter, Addendum 2 Redlines, Draft ITP, Draft RFP, and Draft RFP Letter. A red dashed box highlights the project details and the list of available downloads.

**S-I15-6(228)280** *Design - Build*

**I-15; Mp 279.83 - 284.21**

**County: Utah**

**Request For Proposals for Design - Build Services (RFP)**

**Proposal Due Date: 10/19/2017 Meeting Date: N/A**

- Resident Engineer: Boyd Humpherys (435)452-2057
- Project Manager: Robert Westover (801)227-8011

**Available Downloads**

- **Public** - 12 files.
  - 12158\_RFP\_Combined\_Redlines\_07\_11\_17.pdf
  - 12158\_RFP\_Cover\_Letter\_07\_11\_17.pdf
  - 12158\_RFP-Addendum\_1\_Letter\_20170803.pdf
  - 12158\_RFP-Addendum\_1\_Redlines\_20170803.pdf
  - 12158\_RFP-Addendum\_2\_Letter\_20170901.pdf
  - 12158\_RFP-Addendum\_2\_Redlines\_20170901.pdf
  - Draft ITP 12158.pdf
  - Draft RFP 12158.pdf
  - Draft RFP Letter 12158.pdf
  - Draft ITR Letter 12158.pdf

- I-15; Lehi Main to SR-92
- Reconstruction of I-15
- Replacement of all Roadway Bridge Structures
- Construction of One-Way Road System
- Begin Spring 2018
- Scheduled to complete by October 2020

# I-15, SB 12300 South to SR-201 Widening



The screenshot shows the Utah DOT Project Explorer website. The browser address bar displays <http://eprpw.dot.utah.gov/applets-production/ProjectExplorer/ProjectExplorer.asp>. The website header includes the Utah DOT logo and navigation tabs for Online Services, Agency List, and Business. A search bar is located on the right. The main content area is titled "Project Development / Construction Division: Project Explorer" and includes a "Welcome, Guest" message. Below this, there are links for Home, Calendar, Marketing Report, EBS Information, and Annual Registration (Due May 1, 2017). The "Categories" section lists EDC Pool Projects, Alternative-Delivery Projects, and Advertised Projects. The "Alternative Delivery Projects" section is expanded, showing two projects: F-I80-3(186)102 and S-I15-6(228)280. The S-I15-6(228)280 project is highlighted, showing its location in Utah County and its description: "I-15; Mp 297.28 - 299.05 & I-15; Mp 291.40 - 304.50 Roadway Reconstruct - With Widening Salt Lake County". The "Request For Proposals for Design - Build Services (RFP)" section is also visible, showing the "Proposal Due Date: 12/13/2017" and "Meeting Date:". Below this, there is a list of "Available Downloads" including "12587\_Final RFP Cover Letter\_09-06-17.pdf", "12587\_RFP Combined Redlines 09-06-17.pdf", "Notification of Shortlist 12587.pdf", and "Thumbs.db".

**Alternative Delivery Projects**

**F-I80-3(186)102**  
I-80; Mp 101.61 - 102.09 & I-80; Mp 101.61 - 102.09 & Sr-36; Mp 65.64 - 66.41  
Various County  
**S-I15-6(228)280**  
I-15; Mp 279.83 - 284.21  
Utah County  
**S-I15-7(324)297**  
I-15; Mp 297.28 - 299.05 & I-15; Mp 291.40 - 304.50  
Roadway Reconstruct - With Widening  
Salt Lake County

**S-I15-7(324)297 Design - Build**

I-15; Mp 297.28 - 299.05 & I-15; Mp 291.40 - 304.50  
Roadway Reconstruct - With Widening  
County: **Salt Lake**

**Request For Proposals for Design - Build Services (RFP)**

Proposal Due Date: **12/13/2017** Meeting Date:

- Resident Engineer: Jon D. Ogden (801)910-2580
- Project Manager: Lisa Zundel (801)887-3421

**Available Downloads**

- Public** - 4 files.
  - 12587\_Final RFP Cover Letter\_09-06-17.pdf
  - 12587\_RFP Combined Redlines 09-06-17.pdf
  - Notification of Shortlist 12587.pdf
  - Thumbs.db

- Adding Southbound Lane to I-15 from 123<sup>rd</sup> South
- Improving I-15/I-215 Interchange at 7800 S.
- Widening of 7200 S./One Lane Each Direction
  - Resurfacing
- Scheduled to Start Spring 2018



# Snapshot Opportunity Highlights



- UDOT is seeking construction contractors, suppliers, service providers, and professional service firms related to Heavy Highway Construction.

## **Things to Consider:**

- Properly Licensed
- Bonding
- Insurance
- Be Pro-Active
- Market Yourself
- Become Familiar w/Requirements & Processes
- Be Persistent

**THANK YOU FOR YOUR TIME!**

## **Contact Information**

Stacy L. Frandsen

[sfrandsen@utah.gov](mailto:sfrandsen@utah.gov)

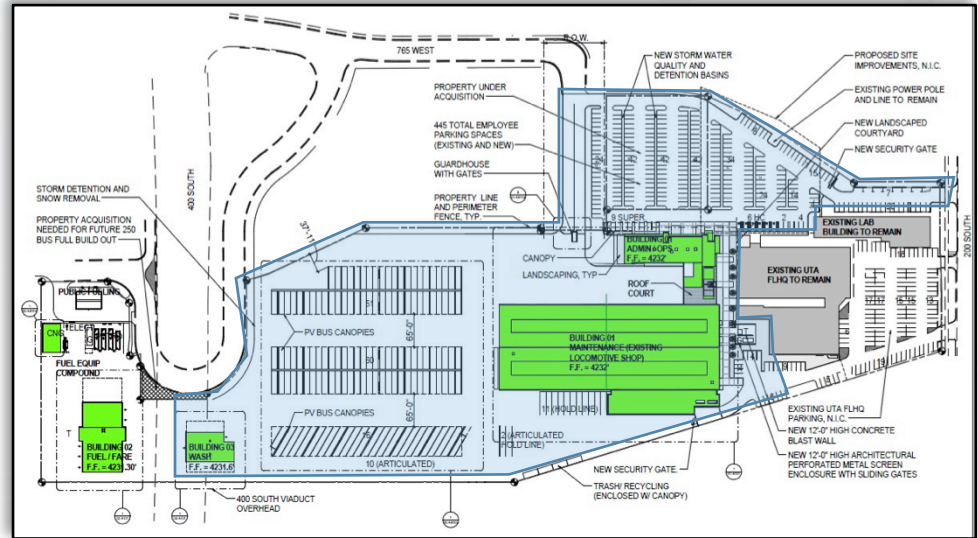
(801)965-4344



# Depot District Service Center

Phase 2 will include:

- 94,668 SF Maintenance Shop preserved from an old locomotive shop
- 25,289 SF Administration Bldg.
- 5,123 SF Wash Bldg.
- 12 Acres of Sitework & Utilities
- Building & Site Demolition
- Excavation & Contaminated Soils Abatement
- Concrete & Asphalt Paving
- Canopies for 140 buses
- Masonry & Brick Repair
- Electrical, Mechanical, Plumbing and HVAC
- Bus Wash Bldg. & Equipment
- Steel Structures
- Landscaping
- Tile, Flooring, Drywall, Painting
- Fire Suppression
- Solar Panels





Scope: Add a 2<sup>nd</sup> Track from 300 East to tie into the existing siding track at 500 East

- Work includes:
  - Second track and turnouts
  - Earthwork and Ballast
  - Grade crossing panels
  - Overhead Catenary power lines
  - Train communications systems
  - A second station platform at 300 East including Canopy
  - Landscaping and irrigation
  - Relocating the OH power lines
- Project will be a Design/Build procurement
- Will increase service from 20 minutes to 15 minutes





Project Funding:	TIGER (federal)	\$ 20 M
	<u>Local Match</u>	<u>\$ 15 M</u>
	Total TIGER Project	\$ 35 M

Project Type:	ADA Ramps	60
	Bike Lane	18
	Bike Parking/Lockers	23
	Bike Repair Stand	19
	Bike Share	2
	Bus Stop Improvement	13
	Crosswalk Improvement	5
	Pedestrian Bridge	4
	Railroad Crossing	2
	Sidewalk	4
	Trail	3
	<u>Wayfinding Signing</u>	<u>23</u>
	Total number of projects	176

# Sandy Parking Structure

- Build a parking structure in Sandy
  - Earthwork
  - Concrete Foundation
  - Precast concrete
  - Concrete
  - Electrical

## What we do >>

Construct, operate, and maintain over 100+ parks, 22 recreation centers, urban and rural trails, and open space – as well as facilitate sports leagues in service of the 1.1 million residents of Salt Lake County.

### **Example: Wardle Fields Park – Opened June 2017**



## Experts we are looking for

>>

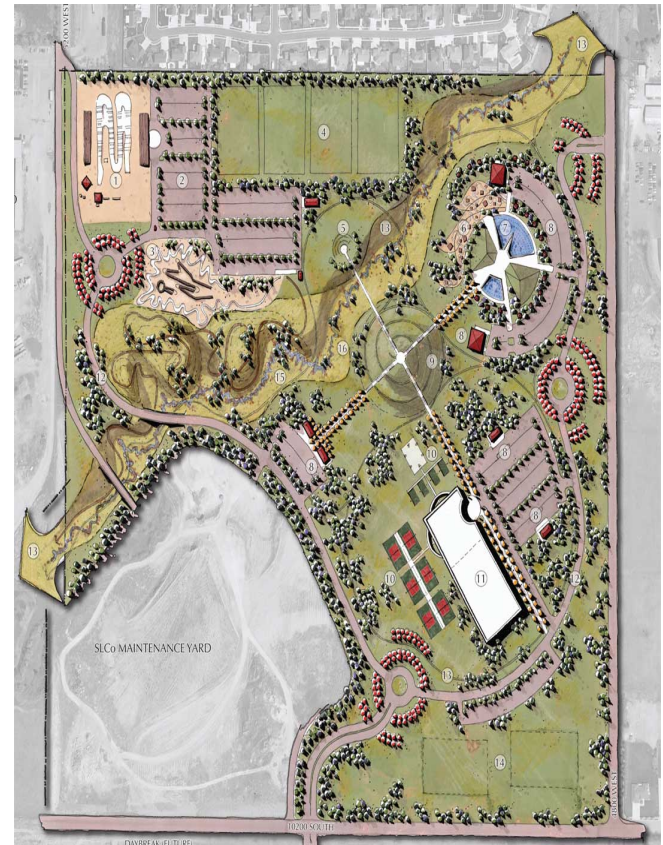
- Heavy to light construction
- Subject specific consultants
- Engineering
- Landscape architecture
- Environmental
- Signage Manufacturing





## Upcoming Opportunities>>

- Magna Regional Park
- Welby Regional Park



## How to contact us >>

[www.slco.org/parks-recreation](http://www.slco.org/parks-recreation)

## Where to find our RFPs >>

<http://slco.org/contracts/suppliers/current-bids/> (Search SLCO)

## How to stay engaged >>

<http://slco.org/contracts/suppliers/> (Register in the JAGGER System)

---

## Our Mission >>

Improving lives Through People, Parks,  
and Play.



# Salt Lake City Corporation



## Contracting Activities:

- Construction Contracts
- MRO Contracts
- Service Contracts
- Supply Contracts



## Salt Lake City Procurement Units:

- City Engineering
- Public Utilities Engineering
- Airport Engineering
- Airport Commercial & Administration
- Redevelopment Agency
- Purchasing & Contracts Division







## Upcoming Solicitations:

- Janitorial Services
- Public Safety Uniforms
- Vehicle Replacement Parts
- Medical Supplies
- Urban Farming
- Banking Services





## For Contact Information Visit:

- SLC's Symposium Booth
- [www.slcpurchasing.com](http://www.slcpurchasing.com)

## For Current Solicitations go to:

- Utah Public Procurement Place

## For Vendor Registration:

- Utah Supplier Portal



# Thank You!

# BUREAU OF LAND MANAGEMENT

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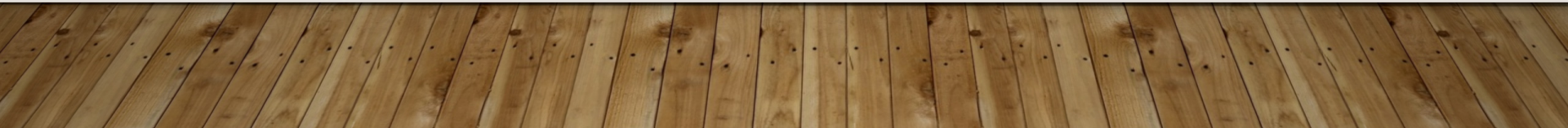
UTAH STATE OFFICE – 440 W 200 S, SALT LAKE CITY, UT –  
(801)539-4001

**UTAH PROCUREMENT TEAM:**

1 PROCUREMENT ANALYST

4 CONTRACT SPECIALISTS

2 GRANTS MANAGEMENT OFFICERS

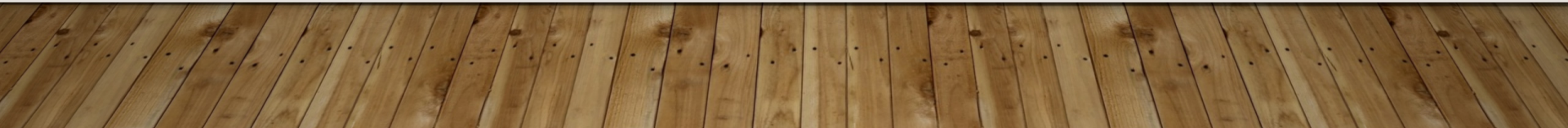


# WHO WE ARE...

## BUREAU OF LAND MANAGEMENT

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- Collaborating with state, tribal and other partners, the BLM in Utah manages nearly 23 million acres of public lands for multiple use. Located mostly in western and southeastern Utah, these lands are varied, ranging from rolling uplands to sprawling desert lowlands. From rangeland management to protection of cultural resources; fire suppression to energy development; trails and travel management to National Conservation Lands, the BLM values public involvement and a collaborative environment.





# UPCOMING PROJECTS

---

- South Camp Cabin – Near Vernal, Utah
- Vernon Fire Facility – Vernon, Utah
- Site Improvements – Cedar City, Utah
- Calf Creek Campground – Near Boulder, Utah
- Take Out Beach Parking Improvements – Near Moab, Utah
- HMFS Housing Improvements – Hanksville, Utah
- Routinely have needs for janitorial, archaeological, fencing, heavy equipment repair, weed treatment, etc.

# REQUIREMENTS FOR CONTRACTING WITH BLM

---

- Active Registration at [www.SAM.gov](http://www.SAM.gov)
- Always watch for evaluation criteria – put best foot forward
- Monitor the following sites for opportunities:
  - [www.fbo.gov](http://www.fbo.gov)
  - [www.fedconnect.net](http://www.fedconnect.net)



# Division of Purchasing: POP Overview

Working with the State of Utah

# UTAH PUBLIC PROCUREMENT PLACE CONSORTIUM

Alpine School District

American Fork

American International School

American Preparatory Academy Charter  
Schools

Beaver County School District

Bluffdale City

Bona Vista Water Improvement District

Box Elder School District

Cache County

Cache County School District

Canyons School District

Carbon School District

Central Utah Education

Clearfield City

Coalville City

Daggett County

Davis Applied Technology College

Davis County

Davis School District

Department of Corrections (TCM)

Draper City

Duchesne County School District

Eagle Mountain City

Granger-Hunter Special Service District

Granite School District

Herriman City

Highland City

Hildale City

Housing Authority of Salt Lake City

Housing Authority of the County of Salt Lake

Iron County School District

Lehi City

Lindon City

Logan City School District

Metropolitan Water District of Salt Lake and  
Sandy

Moab City

Mountainland Applied Technology College

Murray City

Murray School District

Ogden School District

Orem City

Payson City

Piute County School District

Pleasant Grove City

Provo City

Salt Lake City

Salt Lake Community College

Salt Lake County

Saratoga Springs City

School and Institutional Trust Land  
Administration

Sevier County School District

South Jordan City

South Ogden City

South Salt Lake City

South Summit School District

South Valley Sewer District

Southern Utah University

Spanish Fork City

Springville City

State of Utah Courts

State of Utah Department of Human Services

State of Utah Department of Technology  
Services

State of Utah Division of Facilities and  
Construction Management (DFCM)

State of Utah Division of Purchasing

Summit County

Terra Academy Charter School

Trans-Jordan Landfill

Uintah Shool District

Unified Fire Authority

University of Utah

Utah County

Utah Department of Transportation (UDOT)

Utah Schools for the Deaf and Blind (USDB)

Utah Transportation Authority (UTA)

Washington County School District

Weber County

Weber School District

West Valley City





# VENDOR REGISTRATION

- Utah Public Procurement Place.

## Registration

Once registered, you will automatically receive email notification for all future sourcing events matching your selected commodity areas posted by the State of Utah and any participating political subdivisions. If you have any additional questions about the registration process, please contact State Purchasing's SciQuest Admin Team at [sciquestadmin@utah.gov](mailto:sciquestadmin@utah.gov).

[Step 1 - View the Registration Guide](#) 

[Step 2 - View Commodity Codes](#) 

[Step 3 - Register Here](#) 

[Frequently Asked Registration Questions](#) 

# Additional Questions?

Contact:

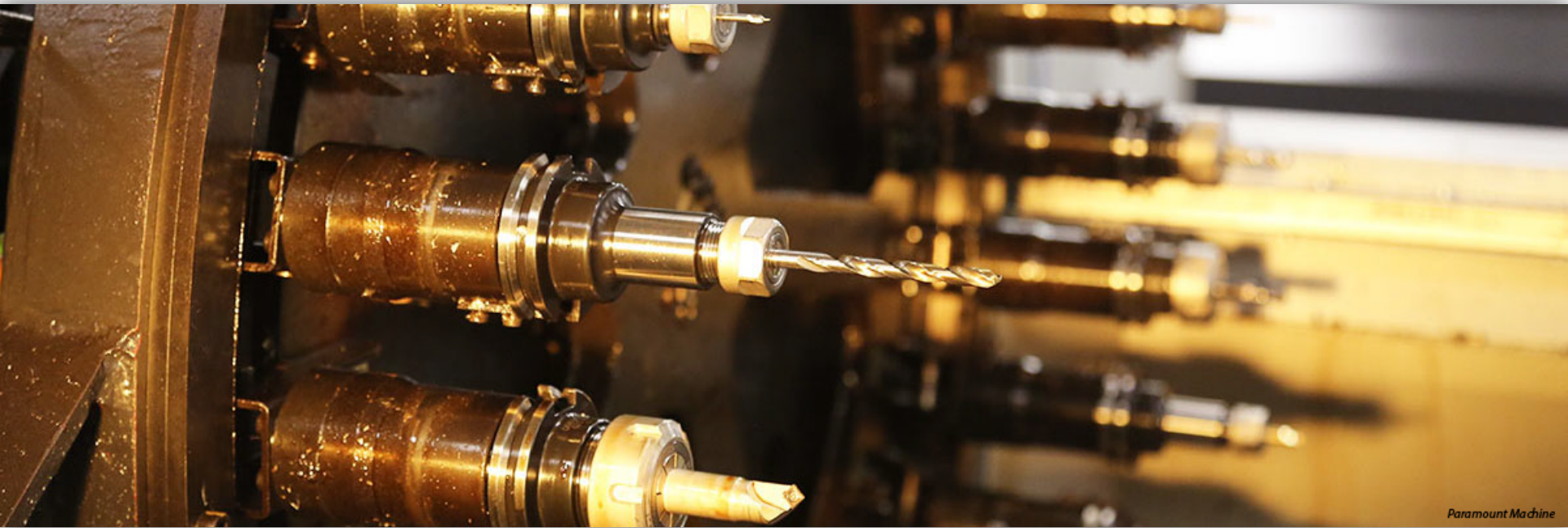
[sciquestadmin@Utah.gov](mailto:sciquestadmin@Utah.gov)



**MEP CENTER**  
THE UNIVERSITY OF UTAH



**MEP  
National  
Network™**  
*The Go-To Experts for Advancing  
U.S. Manufacturing*



*Paramount Machine*

# *Manufacturing Extension Partnership Center PTAC POP Session*

# Required to have a cybersecurity plan

## WHO

- **Prime DoD contractors**
- **Sub-contractors** to prime contractors
- Plan to **bid on future prime or sub-contracts** for DoD



**NIST Special  
Publication  
800-171**



# NIST (SP) 800-171

- Help “non-federal entities” comply with new DoD security requirements
- Not a certification
- Recommends all businesses have a plan
- Provides guidance and solid framework for developing a plan
- **DoD vendors must be compliant or have a cybersecurity plan based on NIST 800-171 by January 1, 2018 or risk losing contracts**

# Contact us

**Mark Poole**  
**mark.poole@mep.utah.edu**  
**801.587.0713**

University of Utah  
1495 East 100 South, 1121 MEK  
Salt Lake City, UT 84112

[www.mep.utah.edu](http://www.mep.utah.edu)

*Connect with us on social media @UofUMEP*





U.S. General Services Administration

# Federal Acquisition Service

## ***Finding Government Business***

**Shane Miller**  
**Customer Service Director**  
**Customer And Stakeholder Engagement (CASE)**  
October 2017

[Shane.miller@gsa.gov](mailto:Shane.miller@gsa.gov)  
(801)245-9815

## ***Web Sites Reference***

- [www.gsaadvantage.gov](http://www.gsaadvantage.gov) – *GSAAdvantage!*
- [www.gsaelibrary.gsa.gov](http://www.gsaelibrary.gsa.gov) – *GSA e-Library*
- [www.ebuy.gsa.gov](http://www.ebuy.gsa.gov) – *GSA e-buy*
- [www.gsa.gov/powerup](http://www.gsa.gov/powerup) – *tutorials & info on e-tools*
- [www.fbo.gov](http://www.fbo.gov) – *FedBizOpps*
- [reverseauctions.gsa.gov](http://reverseauctions.gsa.gov) – *Reverse Auctions*
- [www.gsa.gov/csd](http://www.gsa.gov/csd) – *Customer Service Director listing*



## **GSA Advantage Stats**

- **FY15 Sales = \$175,000,000**
- **800,000 Registered Customers**
- **750,000+ Searches Every Work Day**
- **4,000 + orders placed each day**

## **What are the benefits of GSA eBuy for you?**

- Estimated awards = \$1,744,372,003
- RFQs closed = 9,771

# Symposium Roadmap

- Breakout sessions
  - Rooms 300-A,B,C,D
- Business matchmaking
  - At matchmaking stations in the rear of the exhibitor hall
- Networking with exhibitors
- Download the Symposium app
  - Agenda located in the app



# BUSINESS SOARING!

OCT. 11, 2017 // 7 AM - 2 PM  
PTAC SYMPOSIUM



# Lunch Panel

- Veteran Trading Co. SDVOSB, HUB
  - John Pierce, Category: Supplier
- Trinity of Utah WOSB, 8(a)
  - ClaraJo Sterner, Category Construction
- Design to Print WOSB
  - SBA Small Business of the Year
  - Stefanie Bevans
- Wynsor WOSB, 8(a)
  - Lea Ann Rodriquez, Category: Environmental Services



**THANK  
YOU!**